

Message Text

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64

ORIGIN OPIC-06

INFO OCT-01 ARA-10 ISO-00 EB-07 /024 R

DRAFTED BY OPIC/F: FRHILL
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ARA/CEN:DCLARE

----- 113814

R 301959Z APR 75
FM SECSTATE WASHDC
TO AMEMBASSY GUATEMALA

UNCLAS STATE 100572

E.O. 11652:N/A

TAGS: EFIN

SUBJECT: CABEI VISIT

REF: GUATEMALA 01799

1. OPIC AND CABEI REPS MET APRIL 14 TO DISCUSS POSSIBLE
TWENTY TO TWENTY-FIVE MILLION DOLLAR LOAN TO BE GUARANTEED
BY OPIC. FURTHER MEETING HELD APRIL 18 INCLUDED REPS OF
LAZARD FRERES, BLYTH EASTMENT DILLON AND LEHMAN BROS.,
CABEI'S U.S. INVESTMENT BANKERS.

2. IN ADDITION TO DISCUSSING OPIC AND CABEI OBJECTIVES,
MEETINGS FOCUSED ON (A) COST OF MONEY TO CABEI VERSUS ITS
LENDING RATES; (B) LEVEL OF CABEI ACTIVITY IN THE INDUSTRIAL
SECTOR, AND (C) OPIC'S PROCUREMENT REQUIREMENTS. ALL OF
THESE AREAS PRESENTED PROBLEMS TO CABEI AND AS A RESULT
OPIC DOES NOT ANTICIPATE CABEI UTILIZING THIS APPROACH TO
U.S. CAPITAL MARKETS AT ITS PRESENT STAGE OF DEVELOPMENT.

3. FILE MEMO FOLLOWS.

4. FYI. EUGENE BLACK OF LAZARD FRERES WILL BE MEETING WITH
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CABEI WEEK OF APRIL 28. END FYI. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MEETINGS, BANK LOANS, INVESTMENT GUARANTEES
Control Number: n/a
Copy: SINGLE
Draft Date: 30 APR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE100572
Document Source: CORE
Document Unique ID: 00
Drafter: FRHILL
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750152-0883
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t1975042/aaaaabwp.tel
Line Count: 61
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN OPIC
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 GUATEMALA 01799
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 09 JUL 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <09 JUL 2003 by leeperne>; APPROVED <11 FEB 2004 by ShawDG>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CABEI VISIT
TAGS: EFIN, GT, OPIC, CABEI
To: GUATEMALA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006